

Entrepreneur: Lemonade Stand

Performance Task

Introduction

On hot days everybody loves lemonade. And it's especially fun buying it from lemonade stands. A lemonade stand is more than summer fun. Opening a lemonade stand will teach you to be responsible for your own business and keep track of money.

We all know making money for yourself is really cool, but it's important that you know that giving back can be better than making money for ourselves and leaves us feeling really sweet. You will run your lemonade stand as a fundraiser. Choose a charity that you are interested in helping. You will be giving all of your profits to this organization.

- Book Suggestions:
 - *Lemonade for Sale*, by Stuart Murphy
 - *The Lemonade War*, by Jacqueline Davies
 - *Alex & the Amazing Lemonade Stand*, by Jay Scott and Liz Scott Products

Big Idea / Essential Questions

Big Idea

- Economic systems are structured to meet the needs and wants of different societies.
- Economics affects all aspects of life.
- Economic needs and wants affect decisions of individuals and groups.

Essential Questions

- How can kids help people in their community and around the world?
- How can goods and services help meet people's needs?
- How do we use money?

G.R.A.S.P.

Goal

Your goal is to create a lemonade stand to sell lemonade. You will use this stand to help raise money for an organization or charity.

Role

You and your friends are a group of entrepreneurs wanting to open a lemonade stand. You will be donating the money you make to an organization or charity.

Audience

Your audience is potential customers of your lemonade.

Situation

On hot days everybody loves lemonade. And it's especially fun buying it from lemonade stands. A lemonade stand is more than summer fun. Opening a lemonade stand will teach you to be responsible for your own business and keep track of money.

We all know making money for yourself is really cool, but it's important that you know that giving back can be better than making money for ourselves and leaves us feeling really sweet. You will run your lemonade stand as a fundraiser. Choose a charity that you are interested in helping. You will be giving all of your profits to this organization.

Products

1. Illustration

suggested starting product

Illustrate a picture of a lemonade stand that you have visited, or one you've read about in a book. Be sure to label it and give it a title.

- Have you ever made lemonade?
- Have you ever bought a drink from someone's lemonade stand?

Illustration

Achievement Levels	1	2	3
Illustration (x1)	Illustration is not quite clear and shows no connection to the concept.	Illustration is somewhat clear and includes label(s) and a title connected to concept.	Illustration is very clear and includes a label(s) and a title connected to concept.

2. Flyer

You want to get the word out about your lemonade stand. You will create a flyer that Includes the locations, dates and times your lemonade stand will be open. Include the time as both digital and analog on the flyer.

Your team has decided to use your lemonade stand as a fundraiser. All of the money you make will go to a charity. What or who are you interested in helping (animals, homeless people, etc)? Research charities that help with this group. Which charity will you choose? What do they do? Be sure to include this information on your flyer.

Make your flyer very interesting and colorful so people will stop to read it. Will your stand have a name or a theme? Be sure to include that on the flyer.

- How many days will you be selling lemonade?
- Where will your stand be set up?
- What time will you open and shut down?

Flyer

Achievement Levels	1	2	3
Time (x1)	Product shows correct time in only one (analog or digital) format.	Product shows some correct times in analog and digital formats.	Product shows all correct times in analog and digital formats.
Fundraising/Charity (x1)	Product does not contain a legitimate charity to help.	Product shows the name of a charity that addresses a local, regional or global problem.	Product shows the name of a charity that addresses a local, regional or global problem.
Flyer Content (x1)	Flyer displays a limited amount of information, details and designs.	Flyer displays some of the information, details and designs in an organized manner.	Flyer displays all of the necessary information, details and designs in a very organized and appealing manner.
Research (x1)	Product shows that limited research and investigation was done around the topic.	Product shows that some research and investigation was done around the topic.	Product shows that thorough research and investigation was done around the topic.

3. Lemonade Recipe Test

You want your lemonade stand to sell the best lemonade you can make at a low price. You will need to decide what supplies you will need to make your lemonade. Will your lemonade be fresh, using real lemons? Or will your lemonade be made from a powder? What do you notice when you mix the solid and liquid ingredients? Which type tastes the best? Which is easiest to make? Which costs the least?

You will want to test out a few recipes by making fresh lemonade and lemonade from a mix. The attached chart will help you decide.

- [Decision Matrix Worksheet](#)

****Teachers: You need to make your own copy in order to edit the worksheets. Do this by either going to "File", "Download" to put it on your computer, or "File" "Make a Copy" will put in your google drive.**

- How is lemonade made?
- What happens when a solid is mixed with a liquid?
- How can you decide if fresh lemonade or lemonade from a mix is a better choice for your lemonade stand?

Lemonade Recipe Test

Achievement Levels	1	2	3
Materials and Properties (x1)	Student demonstrates limited understanding of properties of materials.	Student demonstrates some understanding of properties of materials.	Student demonstrates thorough understanding of properties of materials.
Economics (x1)	Student demonstrates limited understanding of the skills and knowledge needed to produce goods and services.	Student demonstrates some understanding of the skills and knowledge needed to produce goods and services.	Student demonstrates thorough understanding of the skills and knowledge needed to produce goods and services.
Research	Product shows that limited research	Product shows that some research and	Product shows that thorough research

4. Budget

Your parents gave your group a total of fifty dollars to start your lemonade stand. You will use this money to buy the supplies that you need. You need to start by knowing how many days and hours your stand will be open? Estimate how many lemonades will you be able to sell.

The attached budget sheet has information of the items you will need to buy. You will need to estimate how many of each and then fill in your costs and how much money you have left over (called the Balance).

Remember, you want to leave some extra money at the end so you have change on hand to give back to the customers when needed.

- [Budget Worksheet](#).

****Teachers: You need to make your own copy in order to edit the worksheets. Do this by either going to "File", "Download" to put it on your computer, or "File" "Make a Copy" will put in your google drive.**

- What ingredients do you need to buy?
- What supplies do you need to buy for yourself?
- What supplies do you need to buy for your customers?

Budget

Achievement Levels	1	2	3
Writing Numbers and Money (x1)	Product show few of the numbers and money symbols written correctly.	Product shows some of the numbers and money symbols written correctly.	Product shows correct writing of all numbers including appropriate use of money symbols.
Adding Numbers (x1)	Budget shows few additions done correctly.	Budget shows some additions done correctly.	Budget shows all additions done correctly.
Subtracting Numbers (x1)	Worksheet shows few of the subtractions for the last column of the budget done correctly.	Worksheet shows some of the subtractions for the last column of the budget done correctly.	Worksheet shows all of the subtractions for the last column of the budget done correctly.
Content (x1)	Few sections of the budget worksheet are complete with appropriate labels and units.	Some sections of the budget worksheet are complete with appropriate labels and units.	All sections of the budget worksheet are complete with appropriate labels and units.

5. Price and Change Chart

Your team had decided to charge 75 cents per cup of lemonade. You want to create a chart that will make it easier for your group to give out change to the customers. Your chart will include prices of cups of lemonade - how much for 2, 3, 4, etc. It will also show how much change to give from a one dollar bill and a 5 dollar bill. Show the change in dollars and coins.

- You can make your own chart or fill in the one here:
 - [Price and Change Chart](#).

****Teachers: You need to make your own copy in order to edit the worksheets. Do this by either going to "File", "Download" to put it on your computer, or "File" "Make a Copy" will put in your google drive.**

- Will having coins in front of you help with figuring out the prices?
- What types of money do you want to have on hand to be able to make change?
- Where will you store the money when working?

Price and Change Chart

Achievement Levels	1	2	3
Writing Numbers and Money (x1)	Product show few of the numbers and money symbols written correctly.	Product shows some of the numbers and money symbols written correctly.	Product shows correct writing of all numbers including appropriate use of money symbols.
Making Change (x1)	Product shows few correct combinations of coins and dollars for the appropriate change.	Product shows some correct combinations of coins and dollars for the appropriate change.	Product shows all correct combinations of coins and dollars for the appropriate change.
Adding Numbers (x1)	Chart shows few additions done correctly for the number of cups bought.	Chart shows some additions done correctly for the number of cups bought.	Chart shows all additions done correctly for the number of cups bought.
Content (x1)	Few sections of the chart are complete with appropriate labels and units.	Some sections of the chart are complete with appropriate labels and units.	All sections of the chart are complete with appropriate labels and units.

6. Lemonade Stand Model/Poster

Your team is going to make a model of your lemonade stand. This model can be a 3-D model, like a diorama, a poster or even a picture done on a computer or tablet. What will be used to make the actual stand (table, wagon, etc)? Be sure to include the approximate sizes of your actual lemonade stand.

Show where everything will be placed in your model. What will your customers see? Where will your group stand? Where will your extra supplies be? Don't forget to showcase the price per cup of lemonade. Also include 2 clocks on your model that show the opening and closing times.

Be sure that you make your stand stick out so people will want to visit it. Maybe you will use a theme, decorations or balloons?

- How many feet long and high will your lemonade stand measure?
- How will you draw attention to your stand?
- Will you lemonade stand have a theme?

Lemonade Stand Model/Poster

Achievement Levels	1	2	3
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Achievement Estimating Lengths Levels (x1)	1 The estimates for length and height are not reasonable and/or are missing units.	2 The estimates for length and height are somewhat reasonable and labeled in appropriate units.	3 The estimates for length and height are reasonable and labeled in appropriate units.
Time (x1)	Product shows correct time in only one (analog or digital) format.	Product shows some correct times in analog and digital formats.	Product shows all correct times in analog and digital formats.
Engineering Design (x1)	Product shows that student(s) put limited thought into the size, materials and features for the lemonade stand.	Product shows that student(s) put some thought into the best size, materials and features for the lemonade stand.	Product shows that student(s) put a lot of thought into the best size, materials and features for the lemonade stand.
Creativity to Attract Customers (x1)	Model includes few elements that would attract customers.	Model is somewhat creative and includes some elements that would attract customers.	Model is creative and includes many elements that would attract customers.

7. Journal Prompt

suggested final product

What have you learned about running a lemonade stand to raise funds for a charity?

- What have you learned about running a business?
- Did you need help from anyone else? Who?
- Why is it important to write down the amount and price of your materials?

Journal Prompt

Achievement Levels	1	2	3
Conventions (x1)	Few sight words are spelled correctly and lacks phonetic construction of unknown words. No capitalization or punctuation used.	A majority of sight words are spelled correctly. Demonstrates an attempt at phonetic construction of unknown words. Minimal capitalization and/or punctuation are used.	All sight words are spelled correctly. Demonstrates success in phonetic construction of unknown words. Capitalization and/or punctuation are used.
Content (x1)	Response contains a limited amount of accurate, factual information.	Response contains some accurate, factual information about the topic.	Response contains mostly accurate, factual information about the topic.